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February 10, 1993

To Our Customers:

- Announcing -

CAMEL Special Lights

Light Box KS, Box 100, Soft Pack KS

CAMEL Special Lights, a premium quality cigarette, will be introduced in your area February 22, 1993. CAMEL Special Lights, available in Light Box KS, Light Box 100s, and, in select areas, Light Soft Pack KS, offers adult smokers a totally new smooth mild blend, with a white filter tip in a bright modern pack.

CAMEL Special Lights will be invoiced at a unit price of $71.10 per thousand KS and $72.60 per thousand 100s. All styles will be shipped in 6M cases and subject to a discount of 3.25% if payment is received within 14 days of invoice date. In addition, special introductory terms will be offered as outlined further in this letter.

Product Information

Dimensions and Weights

Configuration	UPC	Length (In.)	Width (In.)	Height (In.)	Cube ($Ft.^3$)	Weight
CAMEL Special Lights Box KS						
Pack	12300-66699	2.2047	0.9055	3.4055	0.004	0.933 oz.
Carton	12300-66613	11.1250	1.8750	3.4375	0.041	10.13 oz.
Case (6M)	12300-66606	17.6250	11.6250	11.6250	1.371	19.8 lbs.
CAMEL Special Lights Box 100						
Pack	12300-66799	2.2188	0.9375	3.9688	0.005	1.067 oz.
Carton	12300-66713	11.1250	1.8750	4.0625	0.049	11.47 oz.
Case (6M)	12300-66706	20.6250	11.6875	11.6875	1.630	22.0 lbs.
CAMEL Special Lights SP KS						
Pack	12300-66599	2.0625	0.8438	3.3750	0.003	0.787 oz.
Carton	12300-66513	10.6250	1.7813	3.4375	0.038	8.67 oz.
Case (6M)	12300-66506	17.6250	11.0625	11.1250	1.255	16.0 lbs.

To provide fair and impartial availability during the introductory period, allocations have been established for all customers. You will be notified of your allocation by our Representative who regularly serves you.

An introductory promotional payment of $12 per 6M case will be allowed on all CAMEL Special Lights product allocated to you and shipped on or before April 2, 1993. This introductory promotional payment will be deducted from invoices.

This introductory discount allowance is made available to help defray administrative costs relative to adding a new item.

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Source: https://www.industrydocuments.ucsf.edu/docs/kpvp0000

Special Introductory Terms

Credit - worthy customers will receive an additional 14 days to the regular credit terms on all product purchased up to your allocated quantities. These additional days will not impact your participation in our Winners - Partnership in Performance Financial Category.

All orders are subject to acceptance by the Company and only in accordance with the terms set forth herein, in our price list, or on the invoice. RJR local Field Sales Representatives will be contacting you to explain additional distribution incentive programs.

Special Note for Electronic Funds Transfer (EFT) Customers

- This program will qualify under the Extended Dating Provision for customers participating in our Electronic Funds Transfer (EFT) Program who have signed up for the Extended Dating Program.
- All identified EFT orders must be accompanied with your EFT Program Security Code. Orders not accompanied by a security code will be processed as normal, non-EFT orders.

You can depend on RJR for brands that sell. Thank you for your cooperation.

R. J. Reynolds Tobacco Company

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